

Message Text

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ACTION EUR-12

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FM AMEMBASSY MOSCOW
TO SECSTATE WASHDC IMMEDIATE 9575
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INFO AMEMBASSY BERLIN
AMEMBASSY BUCHAREST
AMEMBASSY BUDAPEST
AMEMBASSY PRAGUE
AMEMBASSY SOFIA
AMEMBASSY VIENNA
AMEMBASSY WARSAW

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USDOC FOR BEWT (DAS REICH)

E. O. 11652: N/A
TAGS: OVIP, AU, HU, RO, UR, PL
SUBJECT: TRAVEL OF DAS REICH

REF: STATE 157594

SUMMARY: DATES INDICATED FOR MOSCOW VISIT BY DAS REICH
ARE NOT CONDUCIVE TO ARRANGING THE SORT OF MEETINGS AND
BRIEFINGS WHICH WOULD BE MOST USEFUL TO HIM AND MOST
HELPFUL IN OUR TRADE PROMOTION/BUSINESS FACILITATION
ACTIVITIES. THAT IS HIGH VACATION TIME FOR BOTH SOVIET
OFFICIALS AND AMERICAN BUSINESSMEN, AND WE CANNOT COUNT
ON HIS BEING ABLE TO MEET EITHER SOVIET COUNTERPARTS OR
RESIDENT KEY US BUSINESSMEN. WE WOULD STRONGLY RECOMMEND
THAT IF HIS SCHEDULE HAS SOME FLEXIBILITY, HE SUBSTITUTE
ANOTHER POST FOR MOSCOW AND PLAN TO KEY HIS VISIT HERE TO
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MAJOR TRADE EVENT, SUCH AS CHEMISTRY '77 WHICH OPENS
SEPTEMBER 1. END SUMMARY.

1. WE APPRECIATE FACT THAT DAS REICH MENTIONED CONVENIENCE
OF POSTS IN PARA 1 OF REFTL. WE FEEL A RECIPROCAL
RESPONSIBILITY. IT GOES WITHOUT SAYING THAT IF PERIOD
INDICATED (JULY 24-27) IS ONLY TIME HE CAN COME TO MOSCOW,

WE STAND READY TO DO WHAT WE CAN TO ARRANGE A SUITABLE PROGRAM. WE WISH TO POINT OUT AND UNDERLINE, HOWEVER, THAT ABSENCE FROM MOSCOW OF MOST SENIOR US BUSINESSMEN AND RANKING SOVIET OFFICIALS MAKE THIS PARTICULAR PERIOD ONE OF THE LEAST ADVANTAGEOUS IN TERMS OF WHAT WE ASSUME TO BE HIS OWN EXPECTATIONS. CERTAINLY, WE WOULD LIKE TO BE ABLE TO TAKE MAXIMUM ADVANTAGE OF DAS REICH'S FIRST VISIT HERE TO HAVE HIM DISCUSS THE NEW ADMINISTRATION'S TRADE POLICY TOWARDS USSR WITH SENIOR US BUSINESS REPRESENTATIVES AND SOVIET OFFICIALS, MANY OF WHOM WILL NOT BE AVAILABLE DURING THE DATES INDICATED.

2. AN ADDITIONAL ELEMENT TO TAKE INTO CONSIDERATION IS THAT MR. REICH WILL HAVE RECENTLY SPOKEN WITH THOSE SOVIET OFFICIALS SUCH AS DEPUTY MINISTERS OF FOREIGN TRADE MANZHULO AND SUSHKOV-ASSUMING THEIR AVAILABILITY - WHOM WE WOULD EXPECT HIM TO MEET HERE. WE ARE NOT AWARE OF ANY NEW DEVELOPMENTS WHICH MIGHT MAKE AN EARLY ROUND OF CONVERSATIONS WITH THEM AS VALUABLE AS THEY MIGHT BE IF THE MEETINGS WERE SET OFF BY SOME GREATER TIME INTERVAL. ALTHOUGH WE HAVE NOT, OF COURSE, TAKEN ANY SOUNDING, WE KNOW THAT INDIVIDUALS LIKE SCST DEPUTY CHAIRMAN GVISHIANI ARE PLANNING VACATIONS IN LATE JULY. KEY SECONDARY INDIVIDUALS LIKE ZINOV'YEV AND MEL'NIKOV OF MFT AMERICAN COUNTRIES DEPARTMENT, WHOSE HELP IN ARRANGING SCHEDULE WOULD BE DESIRABLE, HAVE TOLD US THAT THEY WILL BE ON LEAVE (MEL'NIKOV GONE ALREADY, LIMITED OFFICIAL USE

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ZINOV'YEV LEAVING IN ABOUT TEN DAYS).

3. WE RECOGNIZE THAT GOVERNMENT OFFICIALS IN OTHER COUNTRIES ARE ALSO LIKELY TO BE ON LEAVE IN LATE JULY, A PROBLEM NOT LIMITED TO USSR, BUT IN TERMS OF AVAILABILITY OF US BUSINESS COMMUNITY, THERE IS A PARTICULARLY HIGH OPPORTUNITY COST BECAUSE DAS REICH WOULD BE MISSING CONTACT WITH A NUMBER OF KEY INDIVIDUALS WHOM HE COULD SEE IF HE CAME AT A MORE APPROPRIATE DATE. EVEN WITHOUT TAKING ANY SOUNDING, WE KNOW THAT ALL THREE BANKS ACCREDITED HERE WILL BE UNREPRESENTED. AMERICAN EXPRESS, ARTHUR ANDERSEN AND INTERNATIONAL HARVESTER ARE QUICK EXAMPLES OF FIRMS WE KNOW WILL NOT HAVE SENIOR REPRESENTATIVES PRESENT. ON THIS SAMPLING, WE WOULD ASSUME THAT A SIGNIFICANT PORTION OF US FIRMS ACCREDITED HERE WILL NOT BE REPRESENTED - OR WOULD BE REPRESENTED AT BEST BY SUBORDINATES - DURING TIME INDICATED. REPS OF SOME FIRMS, MOREOVER, WILL BE IN THROES OF DEPARTING/ARRIVING MOSCOW ON PERMANENT TRANSFER WHICH WILL REDUCE THEIR UTILITY AND EVEN, PERHAPS, THEIR AVAILABILITY, TO DAS REICH DURING THIS PERIOD.

4. WE WOULD GREATLY PREFER TO SEE DAS REICH COME IN CONNECTION WITH A MAJOR COMMERCIAL EVENT, SUCH AS OPENING OF CHEMISTRY '77 ON SEPTEMBER 1 OR AT SOME TIME WHILE THE EXHIBITION IS IN PROGRESS. WHILE THERE WILL NEVER BE AN IDEAL PERIOD IN WHICH WE COULD COUNT ON THE PRESENCE OF ALL THE ACTORS, WE BELIEVE THAT A VISIT IN THE FALL WOULD SUBSTANTIALLY INCREASE THE VALUE WHICH MR. REICH WOULD DERIVE FROM A VISIT TO THE USSR.

5. AS DEPARTMENT AND DOC ALREADY AWARE, USCO DIRECTOR WILL BE ATTENDING WEEK-LONG CONFERENCE OF TRADE CENTER DIRECTORS IN LONDON AT TIME INDICATED FOR VISIT BY MR. REICH TO MOSCOW.

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6. PLEASE ADVISE WHETHER DAS REICH AND PARTY CAN ALTER PLANS AND POSTPONE MOSCOW VISIT TO MORE OPPORTUNE DATE. TOON

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